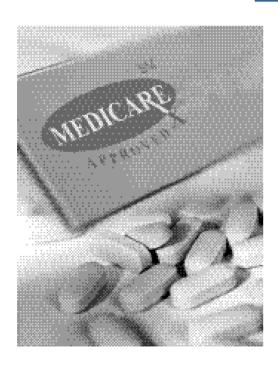
Overview of Solicitation



Scott Nelson
Centers for Medicare & Medicaid Services

Pre-Application Conference for the Medicare Prescription Drug Discount Card and Transitional Assistance Program – December 18 & 19, 2003

Overview of the Solicitation

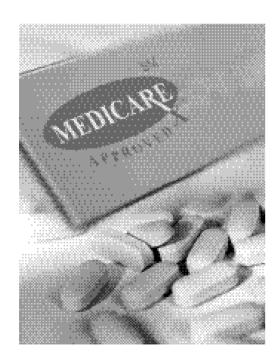
- Timeline for implementation of initiative.
- Qualifications, Application Requirements:
 - Card Sponsor Organization, Structure and Experience
 - Formulary and Discounts
 - Service Area and Access to Pharmacies
 - Inside / Outside the Scope of Endorsement
 - Program Administration and Customer Service

Timeline

- December 23, 2003 Answers to Conference questions posted on CMS Web site.
- January 30, 2004 Applications due.
- End of March, 2004 Finalize and sign approval agreements.
- April 1, 2004 Sponsor information & outreach may begin.
- April 30, 2004 CMS launches price compare website.
- May 3, 2004 Card sponsors may begin enrollment.
- June 1, 2004 Discounts and Transitional assistance begin to flow.

 Pre-Application Conference for the Medicare Prescription Drug Discount Card

and Transitional Assistance Program - December 18 & 19, 2003



Scott Nelson
Centers for Medicare & Medicaid Services

Pre-Application Conference for the Medicare Prescription Drug Discount Card and Transitional Assistance Program – December 18 & 19, 2003

- Non-governmental single legal entity as applicant
- Applicant or subcontractor must have 3 years private sector experience in the U.S. in:
 - Claims adjudication and processing at point of sale
 - Negotiation w/ pharmaceutical manufacturers and others for rebates, discounts, other price concessions on prescription drugs
 - Administration and tracking of individual enrollee health care subsidy or benefit in real time.

 Applicant or subcontractor must at time of application operate drug benefit, drug discount card, or low-income drug assistance program, or similar program that serves at least 1 million covered lives.

Applicant provides evidence of contracts among entities combined to meet years experience, covered lives, pharmacy access, discount and rebate negotiation, enrollment and transitional assistance eligibility, transitional assistance administration, grievance process, information and outreach materials, and call center.

- Applicant must demonstrate satisfactory record of business stability and integrity for itself or subcontractors related to program.
 - Summary of history, structure, ownership
 - Most recent audited financial statements
 - Financial ratings, if any, for past three years
 - Demonstrate total assets greater than total unsubordinated liabilities, and sufficient cash flow to meet obligations as they come due
 - Past or pending investigations and legal actions, or matters subject to arbitration from last 3 years related to health care